



# Lombard Risk Management plc

## Innovators & Investors Forum

2nd February 2016

Alastair Brown, CEO



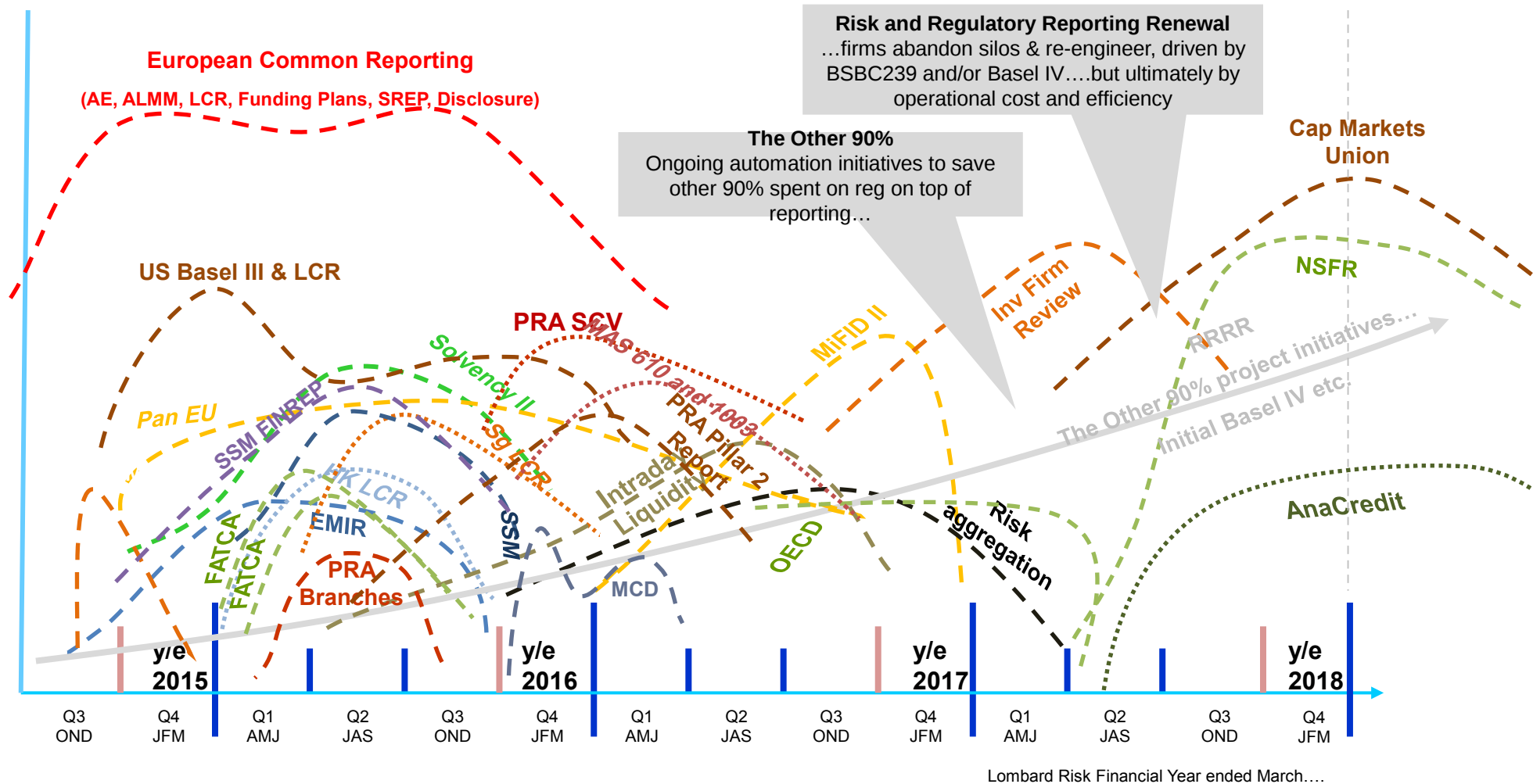
# Lombard Risk: who we are

- Over 25 years experience in the financial services industry
- Over 300 clients globally
- Supporting 30 of the global top 50 banks
- Specialists in our field with agile mindset
- Delivering advantage to our clients
- Two key products – COLLINE and Regulatory Reporting suite

Intelligent automation of regulatory reporting and optimisation of cross-product collateral management to reduce the costs, complexity and constraints of trading in today's markets

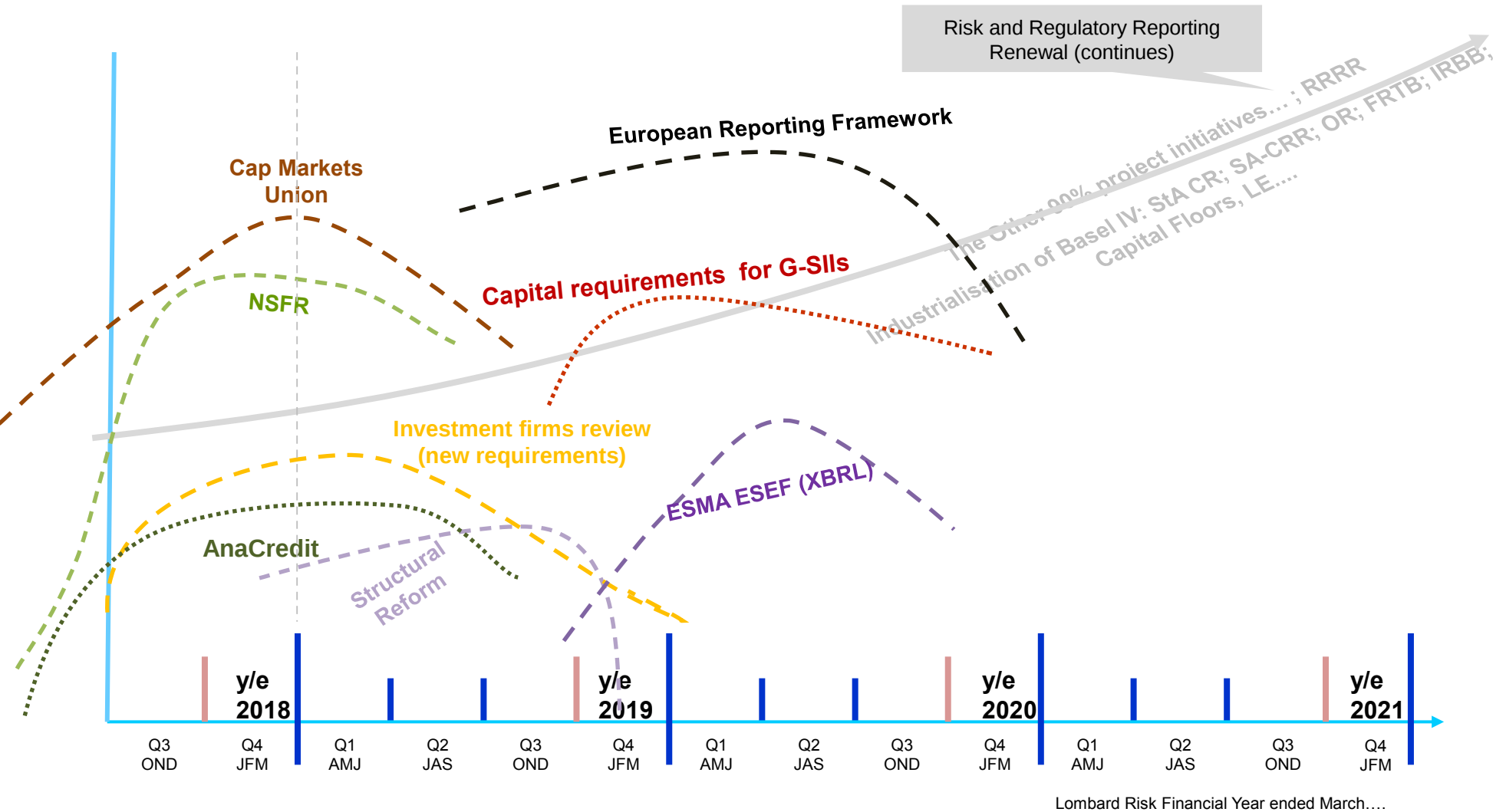


# Some Major Regulatory Drivers



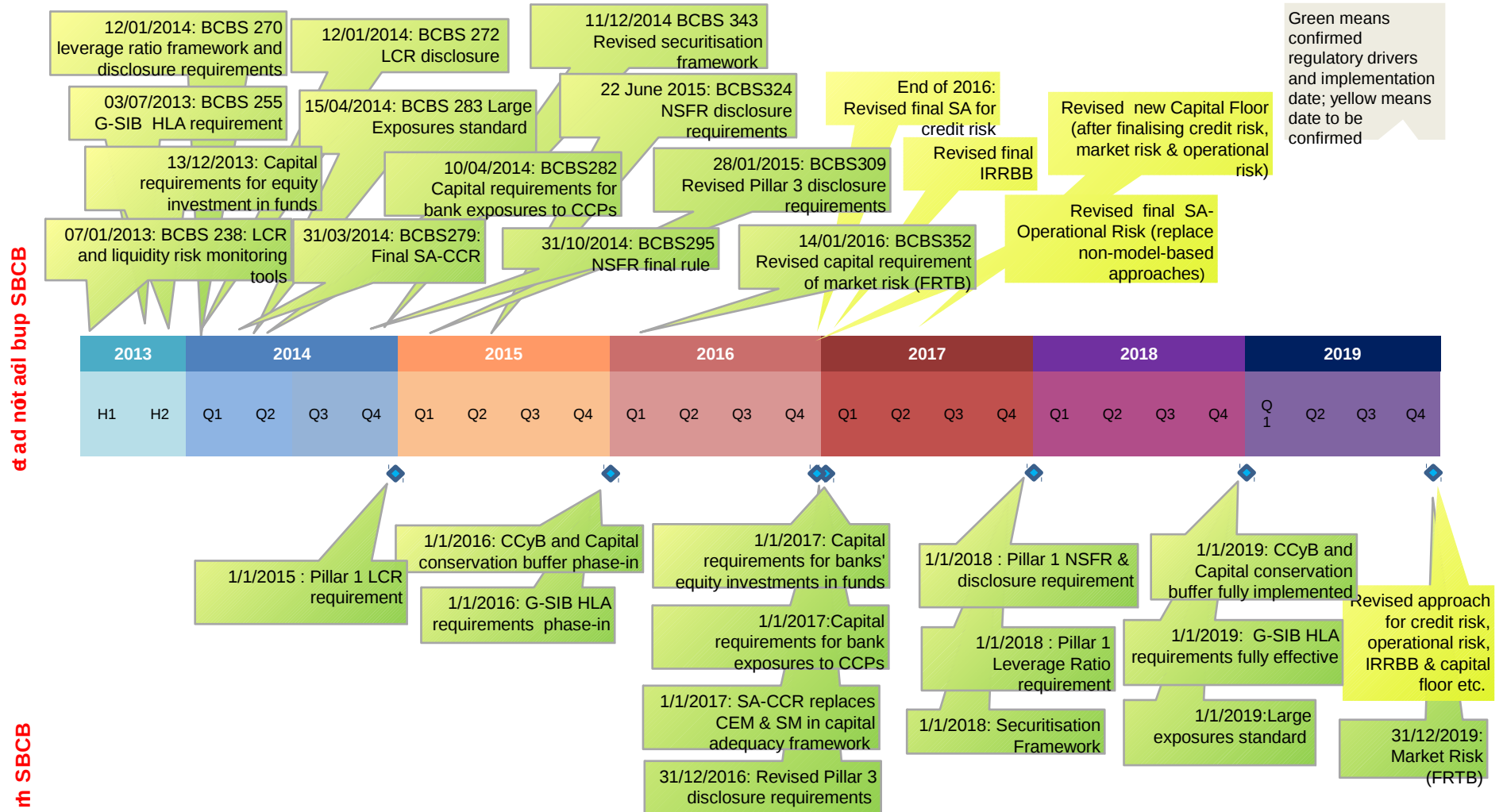


# Some Major Regulatory Drivers





# The Basel III Plus Framework Milestones





# The Future

## **COLLINE in the Cloud (cross-product margin management SaaS solution)**

- Reduced operational risk
- Increased efficiencies through proper STP approach
- Lower IT support costs
- Improved transparency
- Fully scalable to accommodate business growth

## **COLLINE – IOSCO extension**

- Maintain pace with global regulatory requirements
- Configurable design to easily adapt / enhance solution as regulations evolve

## **REPORTER Portal**

- Meeting increasingly complex regulatory demands
- Single global utility
- Cost reductions and reduced errors from process automation



## Key partner relationships

The Oracle logo, consisting of the word "ORACLE" in a bold, red, sans-serif font, followed by a registered trademark symbol (®).

The NTT Data logo, consisting of the words "NTT Data" in a blue, sans-serif font.

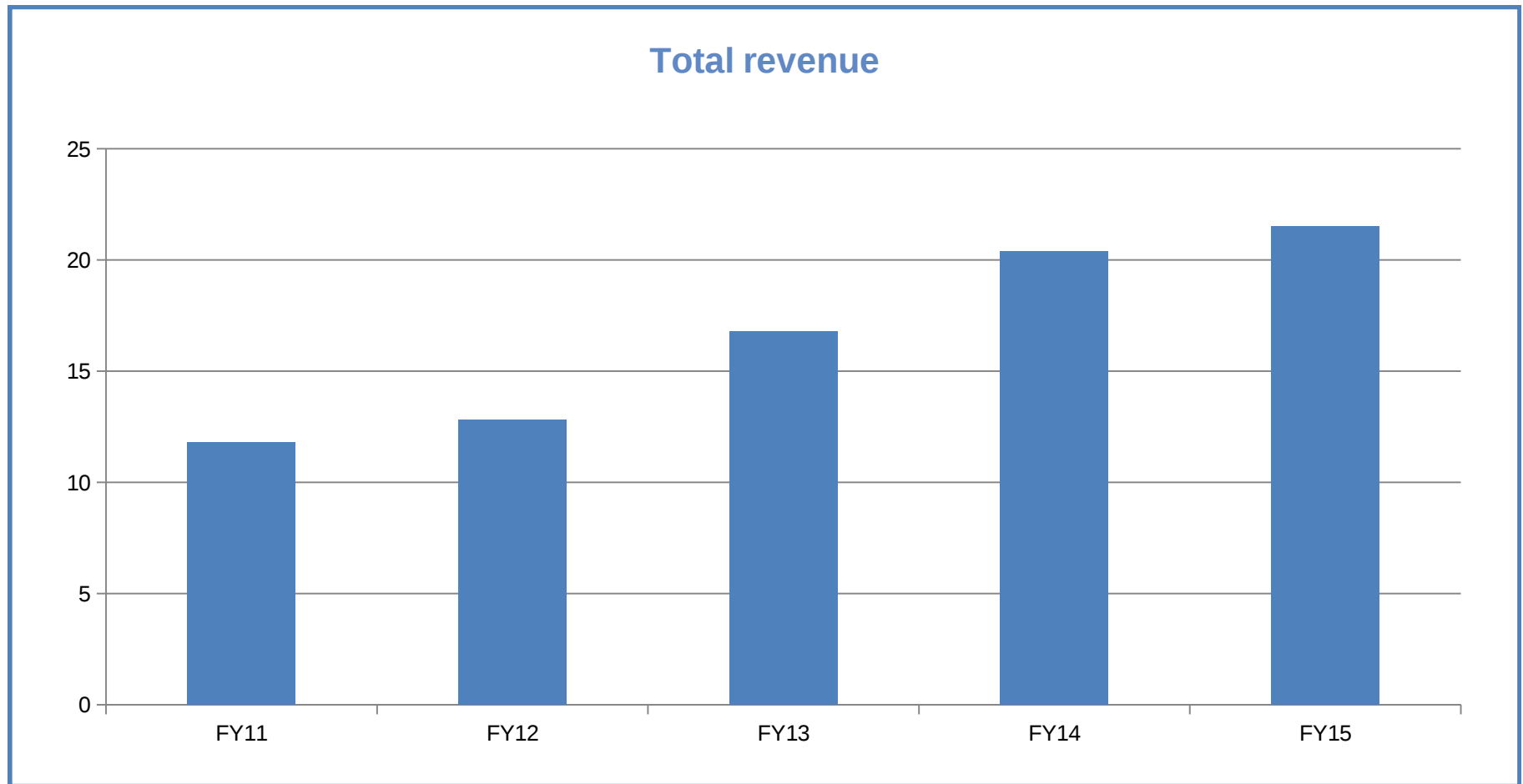
The PwC logo, featuring a colorful, pixelated square icon above the lowercase letters "pwc" in a bold, black, sans-serif font.

The Genpact logo, consisting of the word "GENPACT" in a bold, white, italicized, sans-serif font, set against a black rectangular background.

Working together with clarity and confidence to expand our reach,  
extend our products and assure execution



## Global revenue growth (CAGR over 5 years is 19.2%)

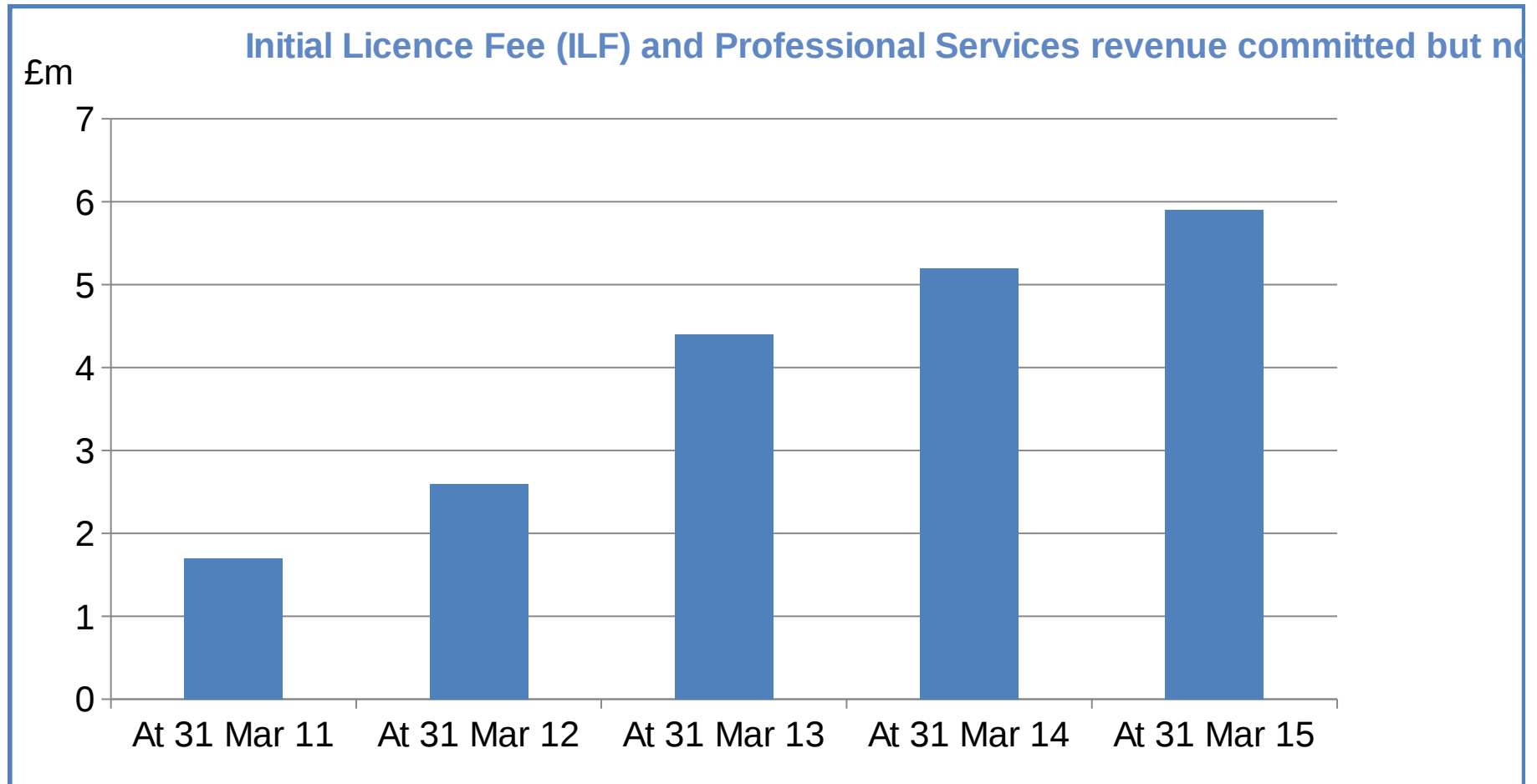


Financial Years Ending 31st March





# Order Book progression



Financial Years Ending 31st March



# Development capitalisation



Financial Years Ending 31st March



## Financial history

£m	FY15	FY14	FY13	FY12	FY11
Revenue	21.5	20.4	16.8	12.8	11.8
EBITDA(1)	4.6	6.0	5.3	3.0	0.7
Profit before tax	2.3	4.4	3.9	2.5	0.6
EBITDA excl. capitalisation	(0.5)	0.6	1.0	(0.3)	
Profit before tax excl. capitalisation	(1.1)	0.2	0.7	(0.5)	
Cash	2.2	2.9	1.9	0.1	1.8
Order book	5.9	5.2	4.4	2.6	1.7
Capitalised Research & Development	5.1	5.3	4.3	3.3	

(1) Earnings before interest, tax, depreciation, amortisation and share-based payment charge

Financial Years Ending 31st March



# New leadership to deliver the vision

- **Chief Executive Officer appointed on 1st December 2015**
- **Global Sales & Marketing Director appointed on 3rd August 2015**
- **Global Head of Product appointed on 1st February 2016**



## Summary

Market sweet  
spot

Mandatory  
buying

Record order  
book and good  
future  
revenue visibility

Product  
repeatability and  
scalability

Great opportunity  
from  
partnerships/  
alliances



# Thank You

**If you have any questions please come and see us at Stand 18**